

A Chat Concerning Our Honolulu Advertisers

Continued Next Week.

Lewers & Cooke, Ltd.

This well-known concern is one of the live wires of Honolulu's many prominent business houses. It is at present making a specialty on wall paper, doing the bulk of the island trade in this line. The firm also deals in lumber and all kinds of building materials and enjoys a healthy patronage from the outside islands in addition to the constantly increasing city trade.

Regal Shoe Store.

Here is a firm whose reputation for square dealing is known in all parts of the Islands. This Co. came into existence but a few years ago, but its progress has been marked by such rapid strides that today it occupies a position in the front rank of Honolulu's most progressive business houses. A large inter-island trade is one of the many pleasing features of this firm, whose management is particularly attentive to the large mail order department which it so successfully maintains under the personal supervision of Manager Brown.

McChesney Bros.

By far the largest as well as oldest coffee dealers in the Islands are the McChesney Bros. whose fame as coffee dealers, has spread from Hawaii to New York. They are responsible for having kept Hawaii's product before the hundreds of thousands of coffee drinkers throughout Hawaii and the United States. They are conceded to be experts in the coffee business and the bulk of coffee leaving the Islands goes through the hands of

this old established and absolutely reliable coffee house. The firm also has an immense trade among the merchants in Honolulu as well as the various merchants of the other Islands.

A. B. Arleigh & Co.

The recognized book store for years, has been that of A. B. Arleigh & Co., who, in order to meet their steadily growing trade, moved into their present commodious quarters. Books of every description are to be had here, while the firm is also agent for school supplies and school textbooks. Mr. Patten, the genial manager of this thriving business, is a thorough book worm, and is so conversant with the needs of his customers that he is able to anticipate the very things you are looking for.

H. F. Wichman & Co., Ltd.

When looking for anything in the way of silver, cut-glass, jewelry and watches of all descriptions, remember that Wichman, the oldest and best known jeweler in the Islands, is the place to do your buying. Here is found only the very best of everything and long years of catering to a fastidious public, qualifies this firm to be the best judge of what you need. Buy here that Christmas present here.

Trent Trust Co.

This Co., from a small beginning a few years ago, has built up an enormous business on a regular Gibraltar basis. The wonderful growth of this concern, is due almost entirely to the never-tiring efforts of Mr. Trent, whose motto

has always been "Honesty is the best policy." Mr. Trent has a pleasing personality which is at once felt by those with whom he comes in contact, which fact accomplishes much towards the success of his firm. A general Insurance Agency and Trust business is conducted by the firm, whose agents spread their operations throughout the entire Territory.

Bishop & Co., Bankers.

Known for its conservativeness, this old established and one of the most reliable financial institutions in the city, has successfully engineered many of the gigantic financial transactions, which are also back by this very substantial banking house. It represents one of the foremost business promoters of the Islands. Branch houses have been established throughout the Islands, a bank but recently having been established in Waimea.

Territorial Messenger Service.

This Company, under the direction of Manager Peter is surely one of the necessities of a city's successful existence. A large corps of efficient messengers are kept continually on the hike, in order to accommodate the ever increasing trade which this very energetic firm enjoys. An agency for the Alexander Young Hotel Laundry has also been established by this house through which considerable Inter-Island trade is secured. When in Honolulu and in need of information just ring up, or call at the office of the Territorial Messenger Service and your troubles will vanish as if by magic.

Lakeview No. 2.

J. O. Lutted, the oil man, can without doubt put you onto one of the best oil propositions on the market. It is Lakeview No. 2., a well which bids fair to become the mecca of the oil regions of California. Mr. Lutted has spent considerable of his time on the ground where the well is being put down and what he has to say in regard to the future outlook for Lakeview, is straight goods, all wool and a yard wide. He is one of Honolulu's successful oil men and holds the confidence of the best element of Honolulu's business strata.

Honolulu Scrap Iron Co.

Here is a firm which fills a long felt want. There is not a piece of machinery between here and the Rocky Mountains that Manager Brown could not give an estimate or buy, and the plantations are fortunate in having a firm to whom to sell their cast-off machinery. The firm also deals in second-hand machinery of all description, which is again a matter of great convenience to the plantations as in many instances it is possible to secure parts of machinery here, when it is not possible to get them elsewhere.

Miss Mete Reidel of Hanalei was the guest of Lihue friends last Sunday.

Mrs. C. B. Makee and Mrs. Henry Birkmyer, of Hanalei, were in town Saturday, having accompanied Mrs. Hudson thus far on her return to Honolulu.

Ambition Talk No. 4

No business man wants a clerk or employe about the office who doesn't appear to listen when instructions are being given.

It isn't enough that the subordinate should hear what is said. He must do more—he must show that he understands what is wanted. No matter how trustworthy a young man is, there is another thing necessary, and that is that he convince others that he knows just exactly what he's about. The dreamy eye, the lifeless, fishy glances and the stupid-looking face would condemn the most reliable man in the United States if it were possible for him to have such characteristics.

It has been said of the great French orator, Mirabeau, that he was so ugly as to excite sharp criticism from one of the beautiful ladies of the court, but that when the two were introduced and engaged in conversation, the lady fell immediately in love with him; for when he spoke his eyes sparkled and his whole face lighted up with interest and enthusiasm. He had the rare gift of being able to make all to whom he spoke believe that he was for the time more interested in them than in any other person or thing in the world.

That is the secret of many a success to-day—the faculty of showing those to whom one speaks that the attention is completely on the question under discussion. Men leave the presence of such a person fully convinced that he understands what he is about, and that his knowledge is evidence enough of his ability.

Now Read the Ads Now Read the Ads.


40 YEARS EXPERIENCE

Behind Every Pair

of Packard Shoes are 40 years experience in the making of men's fine shoes.

THE Packard SHOE FOR MEN

Of today, as years ago, is the **best shoe made.** This year a million and a half men are wearing Packard Shoes. Satisfaction has brought this marvelous growth. We want **you** to know their splendid qualities.



For All Weathers

McINERNEY SHOE CO.
Honolulu.

Joe Huddy of Kalihiwai, who had been in town during the session of the Grand Jury, returned home Saturday morning.

HONOLULU Suburban Investment

For Suburban Real Estate Investments, Honolulu today presents opportunities that cannot be found in any other American city. We first invite your attention to the millions of dollars now being spent on the Panama Canal and Honolulu's Military improvements, giving absolute assurance to Honolulu's promising future to say nothing of her splendid Agricultural and Residential advantages--and second, your attention to

Palolo Hill and Ocean View

Two magnificent suburban properties located in the Kaimuki district, where home-building activity surpasses anything ever known in the Hawaiian Islands. Kaimuki, on account of its high elevation, healthful climate and beautiful scenery, is recognized as the best residential section of the city, and purchasers today will reap the full benefit of a magnificent residential section in a growing American City.

Our Prices and Terms are Reasonable

KAIMUKI LAND COMPANY, LIMITED
HONOLULU, T. H.

Please Tell them you saw it in THE GARDEN ISLAND when you write out that next order